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Musser Forests, Inc., Indiana, Pa.

FEB 4 1944

GROWERS OF THOROUGHbred

NORTHERN GROWN EVERGREEN NURSERY STOCK

1944 SPRING PLANTING LIST

and CHRISTMAS TREE GROWERS' GUIDE



Trees Planted Now *Build America's* **FOREST STRENGTH**

9 POINTS for the LAND-OWNER

- 1 Idle land is wasted opportunity. Thousands of acres of land in the United States are lying idle, which could be put to work earning money for you by planting them with healthy, selected Musser Tree Stock.
- 2 After planting, seedling trees require no cultivation or care. 85% to 95% of planted trees grow to maturity.
- 3 Reforested land increases in value at the rate of at least \$10 per acre per year. 30-year-old pine timber is worth at least \$300 per acre (only 300 trees per acre at \$1 each).
- 4 Trees can be insured against fire at a nominal rate.
- 5 Christmas Trees are a profitable by-product of a forest plantation; they are produced by the necessary thinning of the planting. There is an exceedingly rich market for Christmas Trees. Planted evergreens are most wanted and command highest market prices.
- 6 \$1000 invested to plant a 50-acre tract will be worth at least \$15,000 for timber in 25 to 30 years, not considering Christmas Tree profits reaped in the meantime.
- 7 There are no restrictions on the sale of trees or timber grown from Musser Stock.
- 8 Re-forested land is practically tax-free in many states.
- 9 Land planted with trees and insured against fire is the finest insurance policy for your estate.

TO BEST REALIZE ON THESE POINTS—



PHOTO COURTESY OF J. W. WARNER, INDIANA COUNTY, PA., FARM AGENT

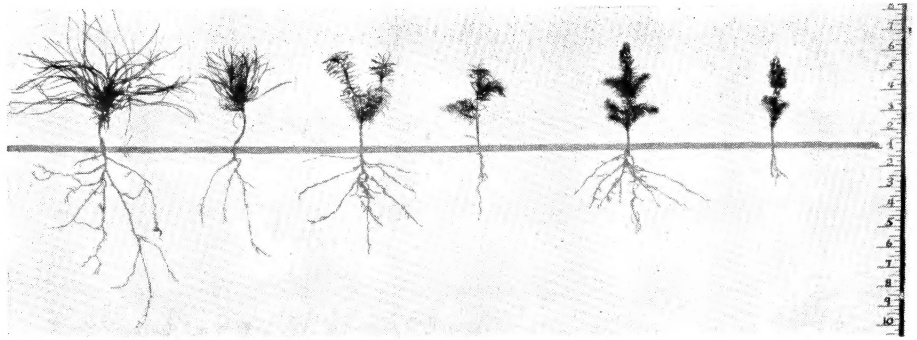
No--It's Not a Musser Tree!

but millions of seedlings from our nursery, now planted throughout the United States, are growing into timber as fine as this stately old White Pine.

Plant **MUSSER TREES** *grown from* **CERTIFIED SEED**

Planting cost on cheap stock is as high as for high grade MUSSER STOCK. In the long run it always pays to PLANT THE BEST!

Be Sure... Plant MUSSEY TREES *that Grow!*



A B A B A B
Two Year Seedlings above show the startling results of Mussey Scientific Culture. Trees marked A were given full benefit of treatment as described below; Trees marked B "just grew." They were all raised in beds side by side. Note sturdy root structure of "A" trees.

Scientifically Produced Under Controlled Conditions

For a number of years our Chief Horticulturist has worked on the development of a more perfectly balanced seedling tree. That is, a tree with healthier leaves, stronger stems, and, above all, a **LARGER** and **STURDIER** ROOT SYSTEM.

✓ **FIRST**, by the selection of A-1 seed that must pass a series of tests developed in our laboratories. Low vitality seed is discarded before planting.



Seed Bed Preparation
Finest equipment used to properly prepare nursery soil.

✓ **SECOND**, by the application of scientific methods to seed bed preparation — constantly testing soils, developing new food formulas required by different species of trees.

✓ **THIRD**, weekly checks of all seedlings, studying the root development, color, height and growth. Every factor in the life of the tree is considered.

✓ **RESULTS**: We can proudly offer to the trade a stronger, healthier tree with a root system that permits trees to be transplanted with a smaller percentage of loss.



An Endless Task — Weeding Tree Seedlings



A beautiful Austrian Pine. Long needles on branches, as well as twigs are typical.

Mussey Cultured Seedlings

PRODUCE SUPERIOR TREES



NORWAY SPRUCE. A very symmetrical tree, always holding a rich, deep green color.



Left to right— 3-year Special Colorado Blue Spruce; 3-year Canadian Hemlock; 3-year Special American Red Pine; 4-year Pyramidal Arborvitae; 4-year Norway Spruce.

Tree seed is very scarce. With considerable difficulty, we are securing small quantities of Certified Seed from the old established forests of Europe, and from the finest strains of domestic trees.

Since we are determined to maintain the Musser Standard of Quality for tree seedlings, we can thus no longer offer unlimited quantities on all items of our forest tree stock.

If possible, plan your tree planting a year ahead. Write us if you have any special problem.



Thousands of AUSTRIAN PINE Seedlings in nursery beds at the Musser Forests, Inc. Nursery. We believe this to be the finest stock in the country.

Other conditions equal, the seedling with the

Strongest Root System

will produce the strongest and sturdiest tree,
and bring your profit more quickly.

Planting Instructions

When to Plant

Spring planting season is from March 15 to June 1. Fall planting is quite satisfactory when larger transplant stock is used, and when the site is fairly dry. Never attempt to plant in the fall on moist sites as the trees will be heaved out of the ground by the action of the frost on the soil. Fall planting season is September 1 to Nov. 1, or before the ground freezes.

Preparations for Planting

It is not necessary to prepare the soil in any way before planting. Plowing before planting often allows too much settling after planting leaving the trees lying upon the surface. Sod and weeds in the planting site conserve moisture, and shade the young trees during the hot months of the first few seasons after planting. Do not fertilize before, during, or immediately after planting as the fresh fertilizer invariably burns the tender roots. Fertilizer as a top dressing around the trees may be added several years after planting if desired.

When your trees arrive UNPACK AT ONCE. This is very important. While trees are out of the ground they must be handled very carefully. Do not expose the roots to sunlight or drying winds, or the trees will be seriously injured or killed. Dig a trench deep enough to accommodate the roots and long enough to hold the trees. This trench should be near the planting site in a shaded location such as the north side of a building or woods, and accessible to water if possible. Your trees will come packed in crates or cartons with the roots wrapped in moist moss and the tops dry. Remove all of this packing material and place the bundles of trees in the trench, packing LOOSE soil tightly around the roots so that air is excluded. If the soil is dry water them after "Heeling-in." When planting carry a few bundles of trees in an

ordinary water bucket with the roots immersed in thick, soupy mud. This mud mixture will adhere to the roots, and while planting will dry slightly on the surface conserving the necessary moisture in contact with the root itself.

How to Plant

A mattock is the best tool for tree planting. Dig a hole deep enough to accommodate the roots, and large enough to allow for spreading out the roots. See Figure A. Next take a tree from the bucket and place it in the hole so that when the hole is filled the tree will stand as deep or preferably $\frac{1}{2}$ to $\frac{3}{4}$ inches deeper than it was in the nursery. Spread out the roots as much as possible, never curl them up in a ball. Then fill the hole partially and pack soil firmly about the roots with hand or mallet. Then fill the hole completely leaving a slight depression to catch rain water. Avoid using stones and pieces of sod in filling the hole as these make air pockets that are detrimental to the successful establishment of the seedling. Careful spreading of roots, and tight packing of good soil around the roots will insure success with planting.

Crew Organization

Planting small tracts three men work well together. One man goes ahead and digs the holes, the other two follow with buckets of trees and plant them in the holes. In planting more extensive tracts ten men will work to the best advantage. Three men go ahead in a parallel line digging the holes. Two planters follow each digger setting the trees. The tenth man follows the crew with two buckets of trees and replenishes the planters buckets as necessary; also to observe that no more than one tree is planted in each hole, to watch spacing, to see that trees are planted properly, and to keep the crew going as rapidly as possible.

Spacing

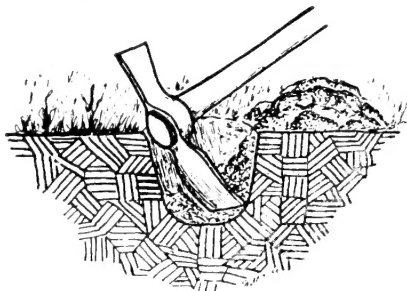
Where thinning is to be done at a comparatively young age (4 to 5 years) as with a Christmas Tree plantation, spacing is 3' by 3' or 4' by 4'. With a forest plantation when no thinning is intended for 20 to 25 years 5' by 5' or 6' by 6' is recommended.

Number of trees required per acre for different spacings:

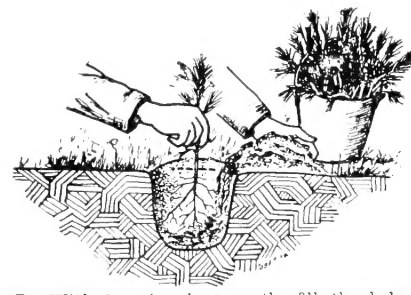
3 x 3 — 4,840	5 x 5 — 1,742
4 x 4 — 2,722	6 x 6 — 1,210

Experienced crews can plant an average of

1000 trees per man per day.



(A) Dig large holes.



(B) With tree in place partly fill the hole, then pack before final filling.

PITCH PINE Per 100 Per 1000				
Excellent Hard Pine Timber—Fast Growing				
3 yr. Seedlings	(3-0)	4-12 in.	1.60	8.00
4 yr. Seedlings	(4-0)	20-32 in.	2.00	10.00

PONDEROSA PINE				
Western Yellow Pine—Good Timber—Fast growing				
2 yr. Seedlings	(2-0)	2-4 in.	2.00	10.00
3 yr. Seedlings	(3-0)	4-10 in.	2.40	12.00

ORIENTAL RED PINE				
3 yr. Seedlings	(3-0)	5-10 in.	2.00	10.00

SCOTCH PINE				
2 yr. Seedlings	(2-0)	2-5 in.	3.60	18.00
3 yr. Seedlings	(3-0)	6-14 in.	5.00	25.00
4 yr. Transplants	(2-2)	8-16 in.	12.00	60.00

AUSTRIAN PINE				
Grown from Certified Seed—one of the best for Christmas Trees and Timber—Long Needle—Fast growing				
2 yr. Seedlings	(2-0)	3-5 in.	3.00	15.00
3 yr. Seedlings	(3-0)	6-12 in.	3.60	18.00

WHITE PINE				
Excellent for Timber and Christmas Trees—Long Needle—Fast growing				
2 yr. Seedlings	(2-0)	2-4 in.	2.00	10.00
3 yr. Seedlings	(3-0)	3-6 in.	3.00	15.00
4 yr. Transplants	(2-2)	7-10 in.	5.00	25.00

MUGHO PINE				
(Pinus Montana Mughus—not true dwarf) With proper shearing, this tree can be developed into beautiful specimen trees.				
6 yr. Transplants	(3-3)	8-12 in.	10.00	50.00

SPECIAL AMERICAN RED PINE				
One of the best for both Timber and Christmas Trees. Seed obtained from finest stands of virgin American Red Pine. Long needle, fast growth				
2 yr. Seedlings	(2-0)	2-4 in.	2.00	10.00
3 yr. Seedlings	(3-0)	4-8 in.	3.00	15.00
4 yr. Transplants	(2-2)	6-10 in.	8.00	40.00

BANKS PINE				
Timber, fast growing Christmas Tree. (Must be pruned when planted for Christmas Trees.)				
3 yr. Seedlings	(3-0)	8-16 in.	3.00	15.00

NORWAY SPRUCE				
Timber and excellent Christmas Tree. Short Needle.				
2 yr. Seedlings	(2-0)	3-6 in.	2.00	10.00
3 yr. Seedlings	(3-0)	6-12 in.	3.00	15.00
4 yr. Seedlings	(4-0)	10-18 in.	4.00	20.00
4 yr. Transplants	(2-2)	5-10 in.	7.00	35.00

BLACK HILLS SPRUCE				
Superb slow growing bushy, short needle Ornamental and Xmas Tree.				
2 yr. Seedlings	(2-0)	2-3 in.	2.00	10.00
3 yr. Seedlings	(3-0)	3-6 in.	3.00	15.00
4 yr. Seedlings	(4-0)	6-12 in.	4.00	20.00

WHITE SPRUCE				
Practically same as Norway Spruce. Timber and Christmas Tree, short needle.				
4 yr. Seedlings	(4-0)	10-18 in.	4.00	20.00
4 yr. Transplants	(2-2)	5-10 in.	7.00	35.00

Special Offer

25

COLORADO BLUE SPRUCE

4 to 8 inches tall

ADD 35 cents for Postage and Packing

\$1

100

COLORADO BLUE SPRUCE

4 to 8 inches tall

ADD 50 cents for Postage and Packing

(Will be shipped at proper planting time.)

\$3

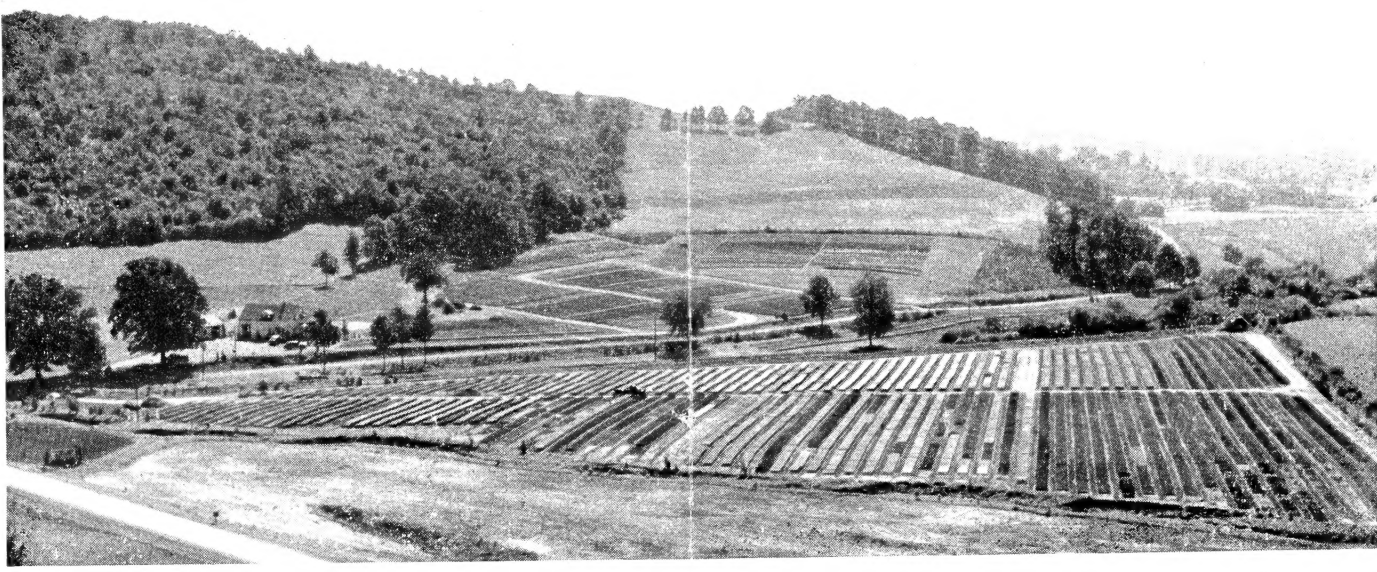
Musser Forests, Inc. Indiana, Pennsylvania

Office, 515 Philadelphia Street
Phone 422

WHOLESALE — ALL PRICES SUBJECT TO CHANGE WITHOUT NOTICE

Nursery on Clymer Road
Phone 4122 - 14

This List Includes only the Highest Quality Forest Tree Stock BUT it is sold at Competitive Prices.



Aerial view of section of our nursery producing 14,000,000 Forest, Christmas Tree, and Ornamental, seedlings and transplants annually

For Same High Quality Forest Tree Stock, We Meet or BEAT Prices of All Others

Terms

NO ORDER CAN BE ACCEPTED for LESS THAN UNITS OF 25 OF ONE VARIETY and SIZE. Cash with order earns 5% discount. Orders booked on one-half cash with order, balance C.O.D. 10% discount on orders of 25,000 or more. Where the 10% volume discount is earned, the 5% cash discount does not apply. 10% is maximum combined discount. 25 of one kind and size at the 100 rate; 250 of one kind and size at the 1000 rate.

Shipping

All prices F. O. B. Indiana, Pa. INCLUDE 50c for PACKING CHARGES on orders of less than

1000. No packing charges on orders of 1000 or more. We will ship Exp/ess C.O.D. for the shipping charges unless otherwise specified. We will do our best to ship stock to arrive at destination on a specified date. However, due to varied weather conditions during our shipping seasons, we cannot guarantee to always have trees at destination on a definite date. All stock that we ship is of the highest quality and is carefully packed by experienced men; it should arrive in good condition. If planting instructions are carefully followed, good results can be expected. However, we cannot be responsible for weather conditions and proper planting and therefore give no guarantee either express or implied.

Explanation of Price List

The figures 2-0, 2-1, 2-2-1 indicate the number of years the trees have been in the seedbeds and transplant beds. The first figure indicates the number of years in the seedbed. A dash followed by a figure indicates a transplanting. The second figure is the number of years in the first transplant bed, and the third figure the number of years in the second transplant bed. Thus the sum of all figures is the total age of the tree.

Trees are shipped in dormant condition and may be planted safely in any part of the country. If properly heeled in they may be kept several weeks

DESCRIPTIONS

PITCH PINE—An especially valuable, hard pine timber tree. Grows in the poorest, dryest soils. Resistant to diseases and insects, and is considered resistant to fire damage to a high degree. Seldom used as an ornamental. Requires sunlight.

PONDEROSA PINE—A western pine. Long, green needles. A good timber species. Grows well in any soil. Fast growing.

ORIENTAL RED PINE—Rapid growing and will thrive in dry soil.

SCOTCH PINE—Rapid growing; light gray-green foliage. Will grow in poor soil and adverse conditions. Popular Xmas tree.

AUSTRIAN PINE—Heavy bushy form. Excellent for wind-breaks, screens, and single specimens. Rapid growing, prefers good soil. Beautiful Christmas Tree.

WHITE PINE—A very valuable timber species native to eastern United States. High ornamental value having soft light green foliage. Typed by distinct whorls of branches. Best growth attained in good well drained soil and full sunlight.

AMERICAN RED PINE—Dense foliage. Beautiful long, deep green needles. Fast growing. Will thrive in dry and poor soil, requires sunlight. Very good timber. From our own experience we also highly recommend it for a Christmas tree.

MUGHO PINE—Dwarf, spreading, slow growing ornamental. Hardy everywhere except in wet soil. Requires sunlight.

BANKS PINE—A very fast growing, small products timber species. Will thrive in very poor soils. Requires sunlight. Xmas tree when pruned.

NORWAY SPRUCE, RED SPRUCE and WHITE SPRUCE—Gracful, symmetrical tree of rapid growth. Pendulous branches, dark green foliage. Makes excellent hedges and windbreaks. Will stand clipping and pruning. Prefers heavy soil and will grow in partial shade. Excellent Xmas tree.

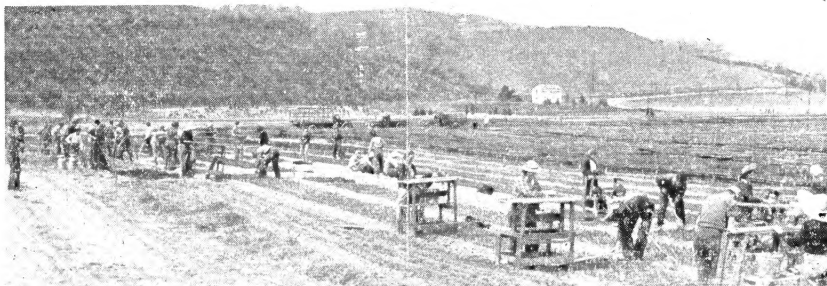
BLACK HILLS SPRUCE—Highly ornamental. Dark green foliage. Grows with a dense, even, pyramidal form. Requires good rich soil.

SITKA SPRUCE—Very much like Norway Spruce except faster growing. Native of Alaska. Highly recommended.

COLORADO BLUE SPRUCE—Ranges in shade from slightly blue green to marvelous blue. Grows in any soil, prefers sunlight.

ENGELMANN BLUE SPRUCE—Leaves blue-green to steel-blue. As beautiful as the Colorado Blue Spruce. Good moist soil.

CANADIAN HEMLOCK and CAROLINA HEMLOCK—Lacy, graceful foliage. Easily pruned. Prefers shade, but will live in sunlight. Desires moist soil. In great demand for ornamental planting.



TRANSPLANTING

SITKA SPRUCE Per 100 Per 1000				
Short needle Spruce, native of Alaska. Giant Alaskan trees used today in manufacture of airplanes.				
3 yr. Seedlings	(3-0)	3-8 in.	2.00	10.00

RED SPRUCE				
Very similar to Norway and White Spruce. Short Needle.				
4 yr. Seedlings	(4-0)	10-18 in.	3.00	15.00

SPECIAL COLORADO BLUE SPRUCE				
Seed hand-picked from select Blue Trees only. One of most popular Ornamental and Xmas Trees. Slow growing, very bushy, short needle.				
2 yr. Seedlings	(2-0)	2-4 in.	2.00	10.00
3 yr. Seedlings	(3-0)	4-8 in.	3.00	15.00

ENGELMANN BLUE SPRUCE				
Very similar to Colorado Blue Spruce—Short needle.				
2 yr. Seedlings	(2-0)	2-3 in.	2.00	10.00
3 yr. Seedlings	(3-0)	3-6 in.	2.40	12.00

CANADIAN HEMLOCK				
One of the Ornaments most in demand and one of the few trees that will grow in full shade or full sunlight. Can be sheared back for years. Planted as single trees or in hedge w.o.k. You can do almost ANYTHING with Hemlock.				
2 yr. Seedlings	(2-0)	2-4 in.	2.80	14.00
3 yr. Seedlings	(3-0)	4-8 in.	3.60	18.00

CAROLINA HEMLOCK				
Very similar to Canadian Hemlock.				
2 yr. Seedlings	(2-0)	2-4 in.	2.40	12.00
3 yr. Seedlings	(3-0)	4-8 in.	3.20	16.00

DOUGLAS FIR				
Timber and Xmas Tree. Will grow in full sun or partial shade.				
2 yr. Seedlings	(2-0)	3-6 in.	2.00	10.00
3 yr. Seedlings	(3-0)	6-10 in.	2.80	14.00

BALSAM FIR				
3 yr. Seedlings	(3-0)	3-5 in.	3.00	15.00
4 yr. Seedlings	(4-0)	4-8 in.	5.00	25.00

EUROPEAN LARCH				
Last offering for many years. Seed no longer obtainable. Very fast growing timber.				
2 yr. Seedlings	(2-0)	6-10 in.	2.40	12.00
3 yr. Seedlings	(3-0)	10-22 in.	3.00	15.00

ORIENTAL LARCH				
2 yr. Seedlings	(2-0)	6-10 in.	2.80	14.00
3 yr. Seedlings	(3-0)	12-22 in.	3.60	18.00

PYRAMIDAL ARBORVITÆ				
4 yr. Seedlings	(4-0)	10-16 in.	16.00	80.00

AMERICAN ARBORVITÆ				
Plant for Hedges, Windbreaks and Ornamentals.				
3 yr. Seedlings	(3-0)	5-10 in.	3.00	15.00
4 yr. Seedlings	(4-0)	12-18 in.	4.00	20.00

BARBERRY				
For Sturdy Hedges.				
2 yr. Seedlings	(2-0)	6-12 in.	5.00	25.00

AMERICAN ELM				
Fast Growing Shade Tree.				
2 yr. Seedlings	(2-0)	12-24 in.	3.00	15.00

UPRIGHT and SPREADING YEW				
When ordering, state which variety desired.				
4 yr. Seedlings	(4-0)	4-8 in.	15.00	

Christmas Trees AS A

Cash Crop



Plant Now for Future Prosperity

LET NATURE WORK FOR YOU —
SALABLE CHRISTMAS TREES READY
IN 4 TO 8 YEARS.

- Over 40,000,000 Christmas Trees used in the United States each year.
- Original sources of supply are rapidly decreasing and quality is becoming more inferior.
- Average wholesale price over long period of years is 50 cents per tree.

GENERAL CONSIDERATIONS

For the past twenty years we have been growing and shipping Christmas Trees. We have shipped large quantities to most of the important markets in eastern United States. The business of growing Christmas Trees is in its infancy.

Some people have the mistaken idea that there will soon be an over-production of Christmas Trees. During the past number of years, we have inspected practically every source of supply of Christmas Trees in the United States and Canada. We have made a thorough study of the markets and the demand for **quality** trees. From our experience, we are convinced that there will be a very good market for high grade Christmas Trees for a great many



Scotch Pine plantation seven years old and ready to be cut.

years to come. The market for select, **planted pine** trees is practically unlimited. Although in the past, Spruce and Fir trees have been generally used for Christmas Trees, **planted pines** are rapidly replacing them. **All pines** are much faster growing than Spruce. **All pines** retain their long needles and fresh appearance for months after being cut, whereas the short needled trees which are commonly shipped in, begin to shed within a day or two after being decorated.

We offer in this article some of the information we have gathered from our own experience. Although we have a large acreage growing Christmas Trees, we know that **all** we can possibly produce will not fill even a small part of the demand for quality trees. For this reason, we do not hesitate to furnish to anyone,

any information that we have gathered together over a long period of years. The custom of using Christmas Trees started a great many years ago and will undoubtedly continue to do so, in both good and bad times.

SPECIES

The most desirable species to plant for Christmas Trees depends upon several factors. First, and probably most important to be considered, is the quality of the soil; second, is the local demand for a certain species of tree; and third, is the question of economy of production.



Christmas Trees cut—ready for bundling. Standing trees in background will be left for timber.

Pines — If you already have the land you intend to plant, look at its characteristics. Hilly, stony, eroded or otherwise poor land with low moisture content is the logical site for all varieties of pines. Pines will grow in nearly all types of soil—poor or good. Due to their rapid rate of growth, during the first 6 to 8 years, they are the most economically produced of the planted trees. In 5 to 8 years they are ready to market. Although comparatively new on the Christmas tree market, they are becoming **more popular each year**. All pines hold their needles for several months after being cut. Pines are all considered the long needle variety of Christmas trees and are very easy to decorate. **If seedlings grown from the best strains of seed are used**, beautiful, compact, premium Pine Christmas trees can be developed. Trees of this type will always command the highest prices. Scotch, Red, Banks and White Pine are the most rapid growing of Pine Christmas trees (5 to 8 years). However, on some particularly good soil, they will grow too fast to develop into bushy, symmetrical trees. Under these conditions it is necessary to prune or shear them in order to raise quality Christmas trees. This is a simple procedure, which is explained later. **Austrian Pine**, although a little slower growing than the above mentioned varieties, is an excellent Christmas tree. Without pruning or other care, it develops into a perfectly symmetrical tree.

Spruces—the short needle variety—have been used for years. These have been **wild** trees taken from the northern woods, and in general are very much inferior to planted trees in shape and appearance, the reason being that they grew much too close together, did not obtain sufficient sun, which resulted in weak, thin, poorly shaped trees. However, bushy, symmetrical quality Spruce will always be very much in demand as living and cut Christmas trees and ornamental trees. They will also command premium prices. Spruce must be handled very carefully. Due to the fact that the needles begin to shed from a cut tree within a couple of weeks, they cannot be cut too early. Spruce requires rich, moist soil and the species are much slower growing than the pines (approximately 10 years). Spruce is easily bundled and does not require pruning or shearing. All varieties of Spruce may be used for Christmas trees. Spruce will grow in all temperate climates.

Firs (Short Needle, Douglas and Balsam) have been used as Christmas Trees for years. The facts related above as to Spruce apply to Firs, except that Firs should be raised in the extreme northern states **only**.



Two stages in the process of bundling trees with the "Musser Christmas-Tree Baler" for the wholesale market. Trees are bundled, one to six trees per bundle, according to size.

PLANT SEVERAL SPECIES

A mixture of species in the same plantation is the most desirable method of planting. With a variety of species to offer, you will undoubtedly make additional sales. Also different species have different rates of growth, making it possible to harvest more crops from the same plantation.

We would suggest a planting of 70% pines, and 30% spruces. You may have several varieties of both species, depending on your particular soil and climate conditions. You will find it will pay you well when marketing time comes.

PREPARATION OF THE PLANTING SITE

We recommend no preparation of soil before planting. The added expense is usually not justified, and often a **light** growth of grass and weeds is actually beneficial to the growth of young trees since they offer shade and moisture retention during the early stages of the plantation. If you intend to cultivate your trees after planting it will be necessary to plow the site first.

PLANTING

When growing trees are spaced too closely together, they crowd, and the resulting competition speeds up the height growth but tends to make the trees thin and thus poor Christmas Trees. The best shaped trees will be grown by spacing far enough apart that they do not interfere with each other. However, it is economical



Bundled Christmas Trees leave plantation by team and wagon. Standing trees will be left for timber.

to speed up the growth somewhat, and it is advisable to utilize all the land. Through years of experimenting we have arrived at an average spacing of 3 to 4 feet for Spruce and 4 to 5 feet for Pines as being best for all Christmas Tree plantings. Planting is done as with any forest trees. Directions appear on page three of this Price List.

PRUNING OR SHEARING

Not necessary or recommended for Spruce.

Pruning or shearing is recommended for growing all varieties of **Pine** Christmas Trees **except Austrian**. It develops a solid, extra heavy branched and bushy tree. This procedure will produce a premium tree that will command the very highest prices. Pruning is done at about the fourth year, and **before the new tender growth** starts to get tough and woody. It is usually done between



Bundled trees ready to be trucked or loaded on railroad cars.

June 1st and July 31st. Pruning is an easy thing to do, one man using long shears can prune at least 50 trees per hour. Trim off about one-half the **new** growth made during one season. Later in the season many new buds will form which will produce many more branches the following year. Also shape the tree to a symmetrical form.

Except for pruning, no care or cultivation is necessary.

HARVESTING

The trees of a Christmas Tree plantation do not all arrive at merchantable size the same year. As soon as some are of suitable size they should be cut and marketed. The following year more will be ready. Where much land is available it is a good plan to combine reforestation with the Christmas Tree cutting. Under this system you will plant a new tract each year, and as they become of age to harvest, cut only 50% of the trees leaving the remainder to grow into timber. This 50% may be cut over a period of three or four years, but in that time you will have several tracts to cut over.

MARKETING

Your particular marketing conditions will determine the manner in which you will handle your cutting operations. Some growers merely market their trees on the ground. The customer selects his tree, you cut it and he takes it home. Or you may sell trees on the stump to a dealer who comes in and cuts his trees. If you retail your trees on a lot or sell in small amounts to other dealers the cut trees may be transported loose on a truck or wagon. However, if you intend to ship trees, or truck them long distances, they should be baled. This amounts to tying several trees together, and binding the branches down flat on the main stem. This allows many more trees to be loaded in the same space, and tends to protect them from damage and breakage while handling them. Many ingenious devices have been constructed for aiding in tree baling, but as yet none have been placed on the market.

Marketing a Christmas Tree crop must be done within about four weeks of the year. Conditions vary somewhat throughout the country, but usually you can expect a strong market for your product. You will no doubt have competition from "shipped in" wild trees, but experience has shown that planted trees sell when others do not. They also command a much better price throughout. This fact is very obvious when you compare the quality of the two types of tree.

Address questions regarding Christmas Tree Cultivation to **Musser Forests, Inc., Indiana, Pa.** We shall be glad to help you with your problems in any way possible.

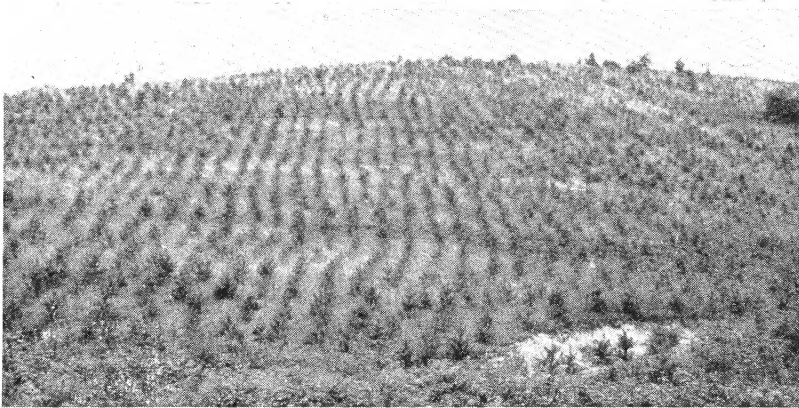


Christmas Trees go by railroad car to distant cities. Two to four thousand trees per car.

Whether you plant one acre in trees . . .
or one thousand acres,

It pays to **PLANT THE BEST**

If planted under the proper conditions, 85% to 95% of Musser Cultured Tree Stock will grow to maturity and return an excellent profit on your investment in seedling trees, in labor, and in land.



Four-year-old American Red Pine Plantation. As can be seen, practically 100% of the Musser Trees planted in this area are maturing. In two more years, Christmas trees will be thinned from this plantation.

times over), the remaining trees will be left with room to develop to full maturity. They will grow into much needed timber which will increase in value at least \$10 per acre per year. Thus a 15-year-old tract should be worth \$150 per acre, and a fully grown 30-year-old planting, \$300 per acre.

We know that these figures are accurate for Musser Cultured Stock, because for the past 20 years we have put out plantations on our own land, and have verified the facts. Cheap planting stock will not give the same returns.

Yes, it pays to PLANT THE BEST!



Musser Forests, Incorporated

GROWERS OF THOROUGHbred

Northern Grown Evergreen Nursery Stock

OFFICE:
515 Philadelphia St.
Phone 422

Indiana, Pennsylvania

NURSERY:
Clymer Rd., near Indiana
Phone 4122-R-14

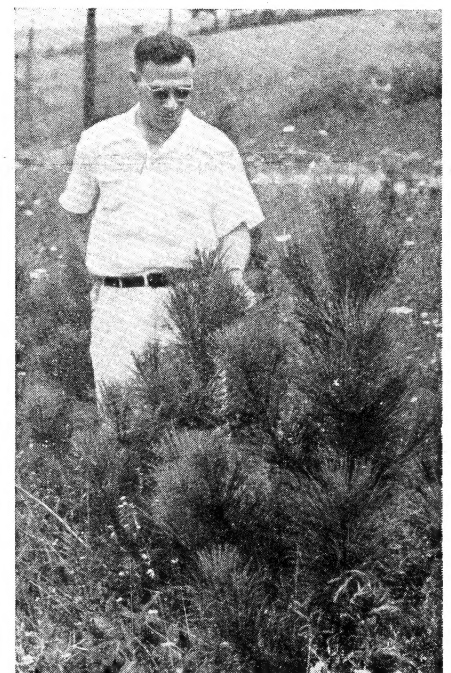


Constant weeding of seedling trees is necessary to permit full development of Musser Tree Stock — a painstaking task, necessarily done entirely by hand.

There are very few investments involving the use of land which are so safe and sure as a tree plantation. It pays in two ways:

(1) The Christmas tree crop from a given planting will begin to return cash to you within five to seven years. The continuance of the Christmas tree market is probably as secure as the institution of Christmas itself. The Christmas tree is a definite part of American life for both child and adult.

(2) The acute lumber shortage definitely shows where the second return comes from your plantation. After thinning 75% of your planting for the Christmas tree market, (which in itself will repay your investment several



Fred Musser, developer of the proven Musser Culture for Tree Seedlings, examines a fine 4-year-old specimen of American Red Pine — only two more years to go for best Christmas tree marketing.